

Letter from Gardiner Greene Hubbard to Alexander Graham Bell, March 19, 1878, with transcript

L. 1878 Telephone G.G.H. To A.G.B. Mch. 19 Agent of Gray in Wash. England

I heard last week that someone was about to sail for England as an agent for the Gray telephone. They desire some arrangement with you. All I have to say is that every telephone thus far put up by them has been inferior to ours and they cannot compete with us in any way unless they get something a great deal better.

Mr. Edison has, however, made an improvement of his Telephone which they say enables him to transmit speech over the lines of the Western Union between Philadelphia and Pittsburgh, 200 miles or more, and that the waves are so strong as to overcome the induction from the other wires. His agent, Mr. Puschar, has lately telegraphed from England the offer of £ 12,000, for this telephone. Mr. Preece has telegraphed that his parties are substantial, and the money will be paid. You will take this for what it is worth.

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Edisons speaks

I understand that Mr. Edison puts the diaphragm directly upon the carbon; doing away with the rubber, which was formerly inserted between the diaphragm and the carbon, and that in this way the breath strikes with greater force upon the carbon.

A battery of two cells, which they say need not be replenished but twice a year, is all that is required whether it is worked 10 miles or 300 miles.

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Parties here are negotiating with me for \$100,000 of stock of the Bell Tel. Co., based on a capital of \$700,000 — which I offer to them for 50 cts. on a dollar. There is a fair prospect that they may take it; If so I think it will give us all the money we want.

My private affairs look very much better, I think the worst is over.